



JBR Partners Capital

M&A Advisory

2025





JBR Partners Capital

We connect people, ideas, and capital.

We are a team of senior professionals with backgrounds in top-tier consulting firms, specializing in Mergers and Acquisitions.

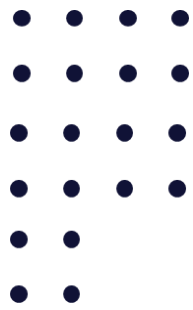
We focus on delivering highly tailored advisory services to a select group of clients, ensuring personalized, hands-on execution.

Our role is to guide entrepreneurs and business-owners throughout the entire M&A journey — aiming to execute the best deal of their lives

Website & Social Media:

www.jbrpartners.com.br



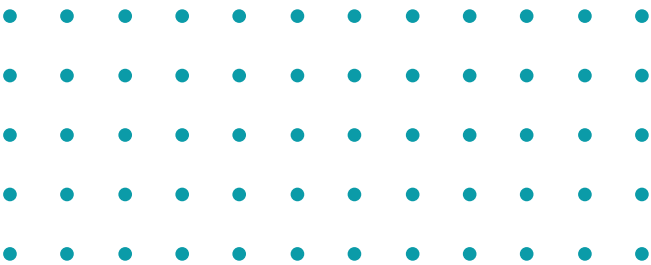


Why Us?

Our Commitment to Long-Term Value

We offer full-scope, end-to-end advisory services, enabling our clients to stay focused on day-to-day operations while we lead the transaction.

We believe that timing is strategic — we do not rush exits. Great businesses grow at their own pace, and we are here to help maximize value when the time is right.

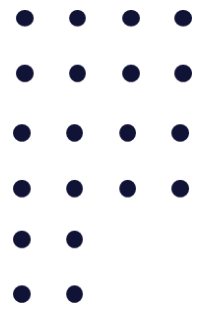


We focus on what truly matters: quality over quantity

Ethics, mutual commitment, and integrity are the foundation of our work.

We are relentlessly committed to delivering outstanding client satisfaction





Our Managing Partner

Leading with Vision & Experience

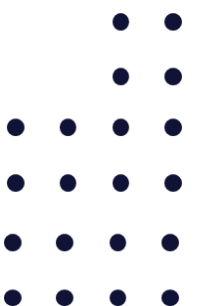


Rebelatto has over four decades of experience in Financial Advisory, including 20 years as an M&A Partner at Deloitte, one of the “Big 4” consulting firms.

Over the course of his career, he has led and advised on more than 100 transactions, including mergers & acquisitions, joint ventures, and capital raising for both domestic and multinational companies.

Known for his forward-thinking approach and strong track record in complex negotiations, Rebelatto found renewed purpose at JBR Partners Capital, where he now focuses on guiding high-performing business owners through transformative deals.

He brings deep expertise in advising both buy-side and sell-side clients across all stages of the M&A lifecycle.





Transactions

A snapshot of our recent experience

Sell Side



Full sale to



Buy Side



Investment in



Buy Side



Investment in



Sell Side



Full sale to



Sell Side



Full sale to



Sell Side



Full sale to



Valuation



Valuation



Sell Side



Minority stake
sale to

A leading hospital
group

Sell Side



Minority stake
sale to





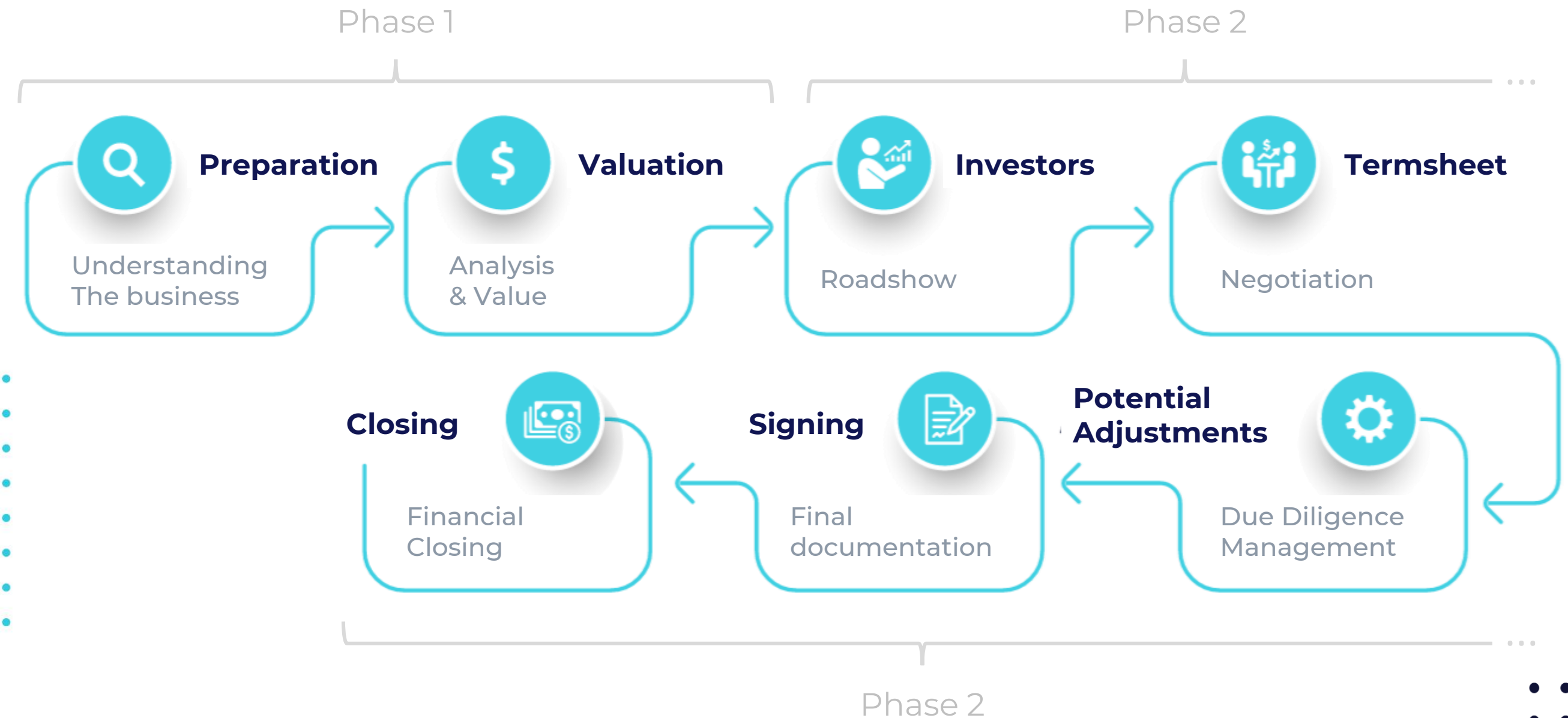
M&A Workflow

A comprehensive and efficient process



M&A Powerhouse

A full-scope M&A process from start to finish



Preparation

Phase 1 – 1.1 Understanding the Business

Our process begins with a deep understanding of the business — its structure, risks, strengths, and financial performance. We follow a proven methodology that allows us to gain insights quickly and efficiently.

During this stage, we gather **financial, accounting, and operational data**, along with key **corporate documents, contracts, licenses, and certificates**.

- A. Business Overview:** We analyze all operational, financial, and management-level data to understand the drivers of revenue, cost, and profitability.
- B. Data Collection:** We collect accounting records, financial reports, and internal KPIs to build a detailed performance profile.
- C. Analysis & Interpretation:** We normalize results and calculate adjusted EBITDA — identifying the company's recurring economic performance.

The goal is to map out the company's **overall landscape**, define its **future objectives**, and **align on strategic direction**.

We use this foundation to design **tailored strategies** and **mitigate risks** that could **impact valuation or deal execution**.

The result is a more **efficient transaction timeline** and **sharper financial analysis** — aligned with the true potential of the business.

Valuation

Phase 1 – 1.2 Valuation & Analysis

We apply the **Fair Market Value principle** — the price a company would command in an open, informed, and arm's-length transaction.

This approach evaluates the **business on a standalone basis**, excluding synergy effects or buyer-specific advantages.

We use three main valuation methodologies:

- (I) Discounted Cash Flow (DCF):** Captures intrinsic value based on future cash flows
- (II) Comparable Transactions (STM):** Benchmarks the company against private M&A deals in the same sector
- (III) Guideline Public Companies (GCM):** Compares with listed peers using market multiples like EV/EBITDA

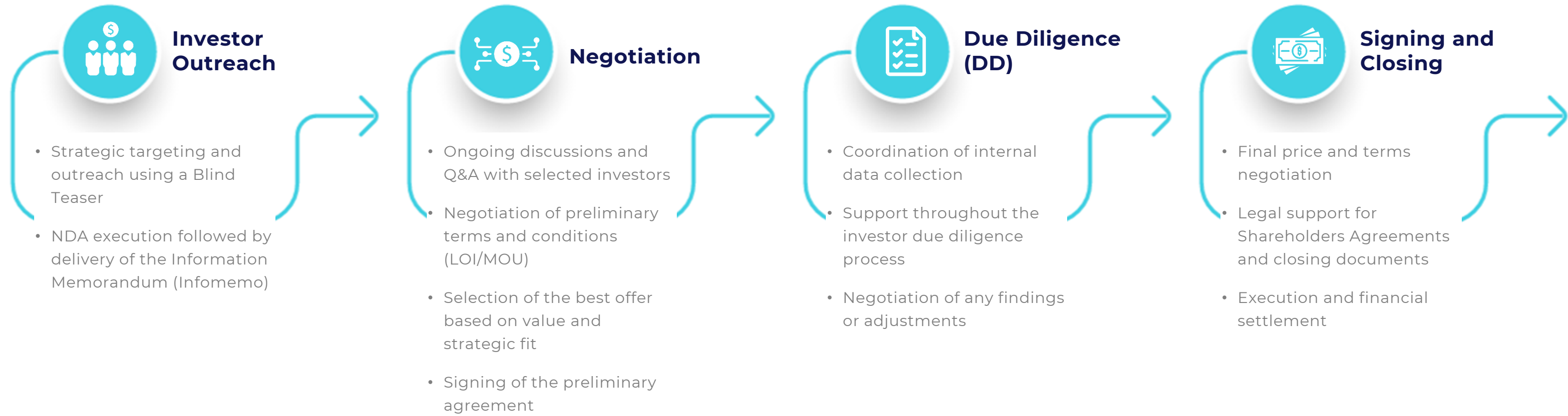
Each method offers a different perspective; combined, they provide a robust and balanced valuation. We tailor the approach based on company profile, available data, and the purpose of the valuation — **always striving for accuracy and objectivity**.

M&A Workflow

Phase 2 – Investor Engagement & Execution

Phase two begins once internal analysis is complete and shareholder alignment is achieved. At this stage, we begin market outreach and negotiation with potential investors.

A structured, competitive, and discreet process is key to maximizing value and ensuring shareholder peace of mind.



Due Diligence

Phase 2 – 2.1 Managing the Due Diligence Process

Once the Letter of Intent (LOI) is signed, investors begin a comprehensive due diligence process to validate the information provided and assess potential risks.

This review typically includes:

- I. Accounting and financial records
- II. Tax compliance and labor obligations
- III. Legal, regulatory, IT, ESG, and anti-corruption matters

We **lead the coordination of this process**, organizing and structuring the data room, managing communication with investor advisors, and addressing all information requests efficiently. **Our team also helps interpret findings and negotiate any required adjustments to the transaction.**

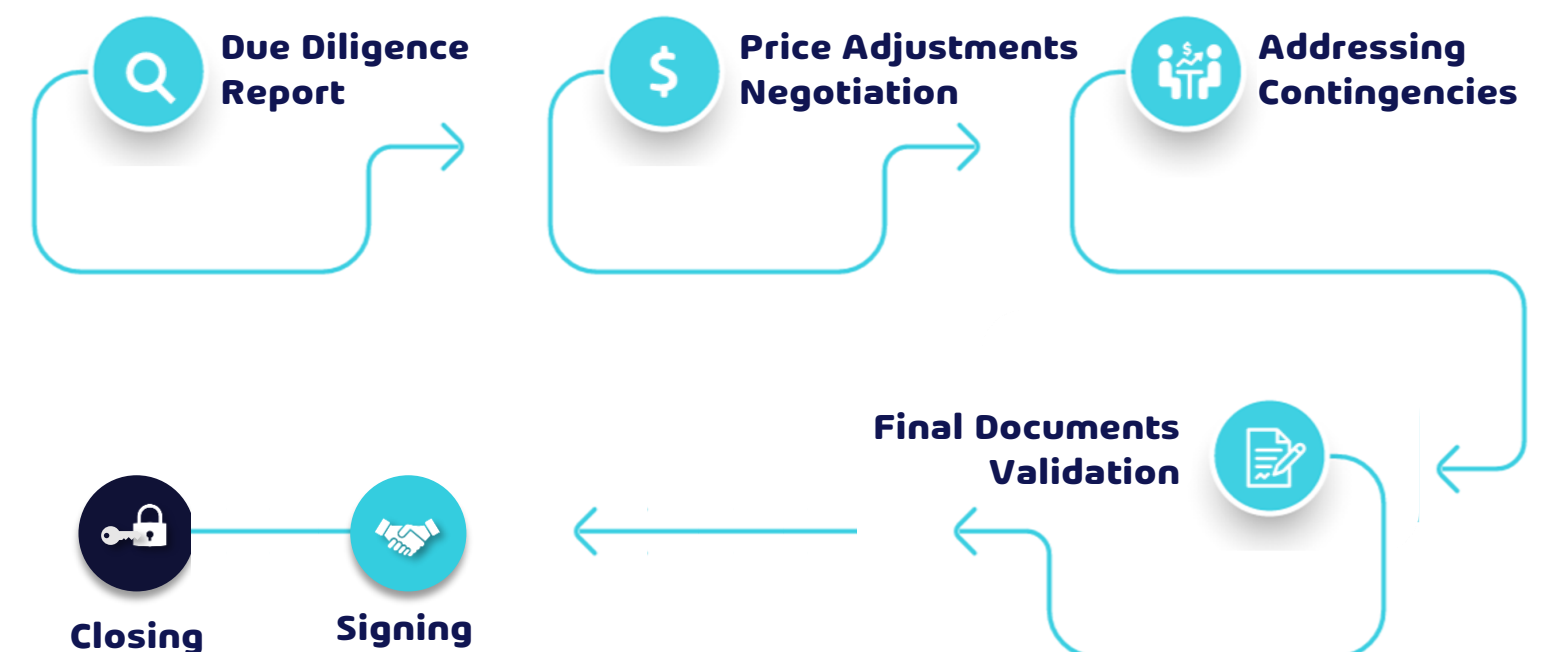
By handling the technical and operational complexities, **we allow company management to stay focused on day-to-day business**, ensuring a streamlined and well-controlled process from start to finish.

Execution

Phase 2 – 2.2 From Signing to Closing

In the final stretch of the deal, **we remain actively involved to ensure a smooth and secure closing**. Based on due diligence results, we support negotiations around price adjustments, contingencies, and other final terms.

We work closely with legal advisors to draft and finalize the Shareholders Agreement and Sale & Purchase Agreement, ensuring that all economic and strategic aspects are properly reflected. **Our team stays engaged until signing and financial settlement**, ensuring full alignment and transaction certainty for all parties involved.





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